



# PTC INDIA LIMITED

INVESTOR PRESENTATION  
Q3 & 9M FY22





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Company Overview



02

Capability Profile



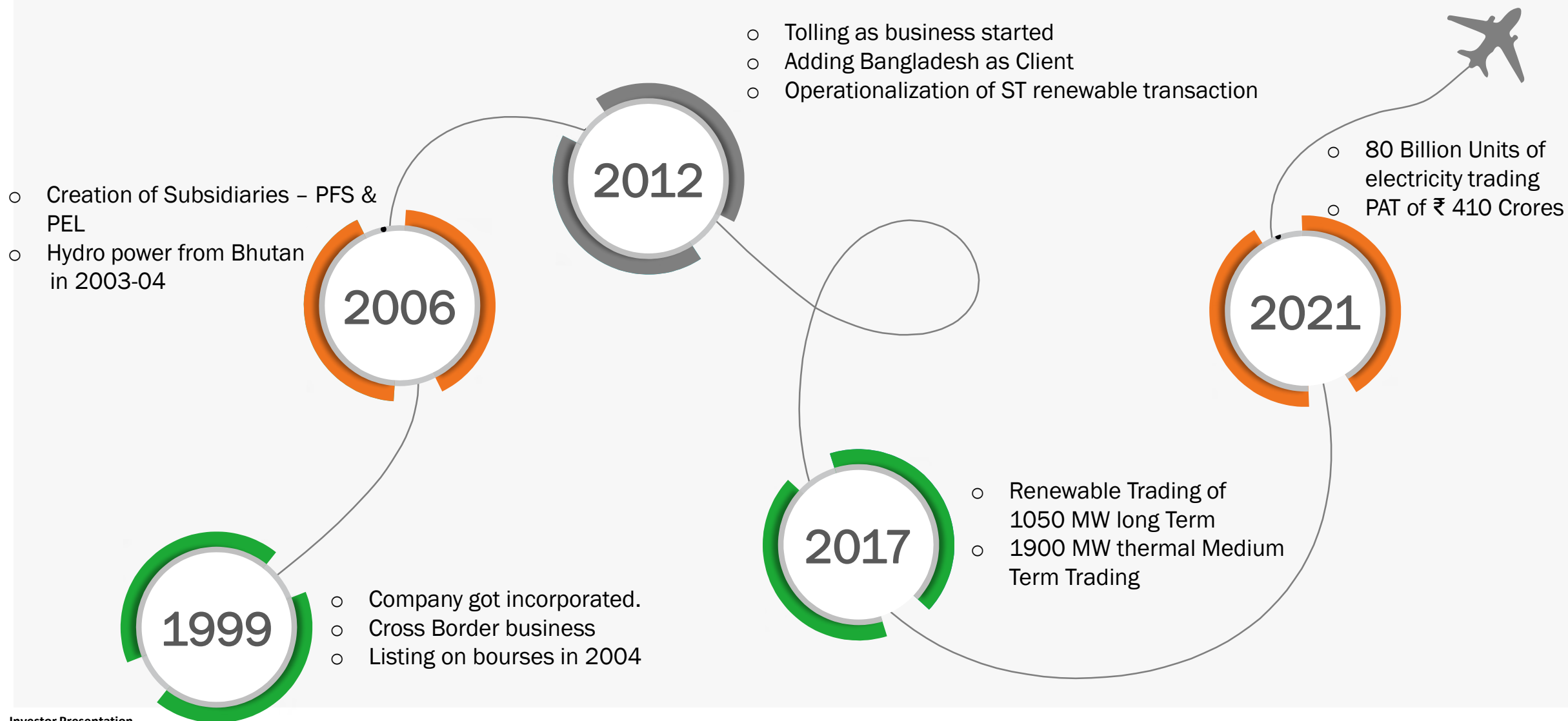
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Financial Overview

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# COMPANY OVERVIEW





## PTC – “First” in Trading Market



Electricity Trading concept introduced by PTC and was first to start trade in 2002.  
Amongst **first** to get trading license after EA -2003



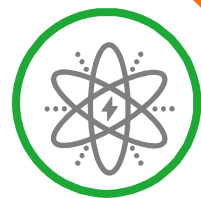
Introduction of Short Term Market



Tolling agreement with generator



Co- Promoter of India's first electricity exchange (IEX) & now Hindustan Power Exchange (HPX)



Long Term PPA to IPPs – [leading to ~40% of generation capacity owned by Private Sector]



Long term PPA to Renewable Sector (Wind)



Cross Border Trade (Nepal, Bhutan & Bangladesh)

Bellwether in  
Power  
Market  
Development



## Vision

- ▶ To be a Frontrunner in developing a vibrant Power Market and striving to correct market distortions



## Mission

- Promote Power Trading to optimally utilize the existing resources
- Develop Power Market for market based investments into the Indian Power Sector
- Facilitate exchange of power with neighboring countries

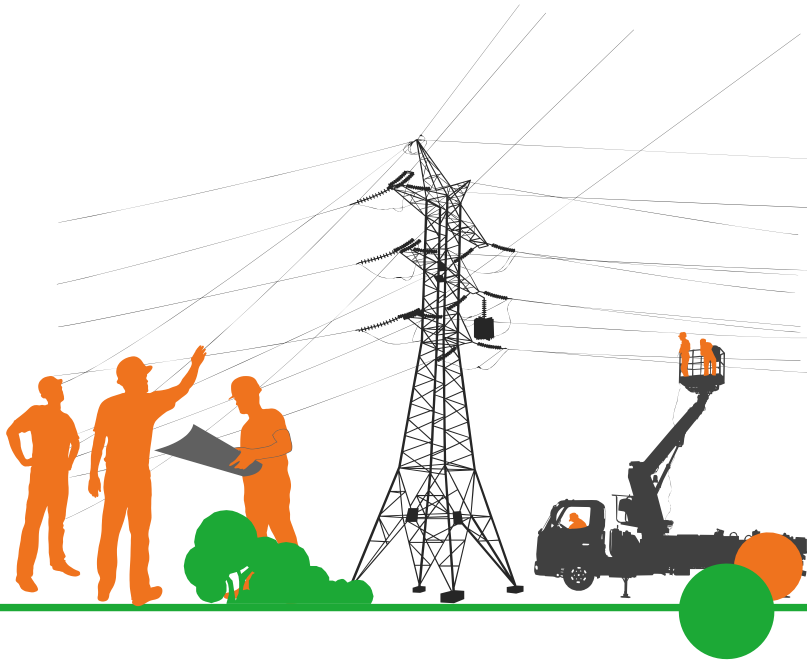


## Core Values

- Transparency
- The Customer is always right
- Encouraging Individual initiative
- Continuous Learning
- Teamwork



# CAPABILITY PROFILE



## An Integrated Energy Service Company

## POWER TRADING

1

- Domestic OTC market;
- Short/Medium& Long-term trades (utilities)
- Retail (Open Access consumers)
- Cross Border trade

## ADVISORY SERVICES

2

- Energy Portfolio Management
- Energy efficiency implementation
- Project Management Services

## RENEWABLE ENERGY

3

- Trading of 1050 MW ISTS connected wind power projects
- 288.8 MW Wind Energy Projects under PTC Energy Limited
- RE Solutions for C&I Consumers

## INVESTMENTS

4

- Early stage support as Equity Investor / co-developer
- PTC India Financial Services Ltd.
- PTC Energy Limited –Wind Power Projects

\* - Investment related business primarily through subsidiaries





## Energy Portfolio Management

Round the clock portfolio management services to Discoms, SEZs and C&I consumers for power procurement planning, optimization, forecasting, scheduling & capacity building



## Project Management Services

PMS for Transmission and Distribution for Deemed Licensees, Ports and other C&I consumers. Providing bouquet of Services including O&M, Feasibility, Cost Estimation, Survey, Engineering, Bid Process Management, supervision, etc.



## Sustainability Solutions

Supporting clients in meeting their sustainability targets and reducing carbon footprints through turnkey solutions for Sourcing Renewable Energy, energy efficiency solutions including feeder audits, energy audits for C&I consumers



## Exchange Platform

Received the approval for running and operating electronic exchange platform (Hindustan Power Exchange) in association with ICICI Bank and Bombay Stock Exchange

40%+

Dominant Market Leader with over 40% market share  
Total traded power: 80 BUs (FY-21)

27

Supplying power to 27 States/UTs

3

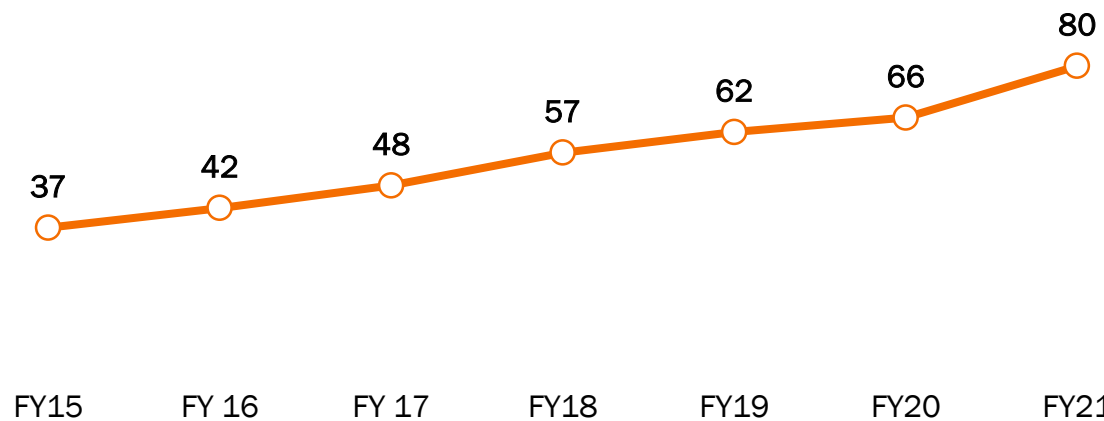
Cross Border Trading: Trading power with Nepal, Bhutan & Bangladesh, Total Traded power-8.7 BUs (FY-21)

500+

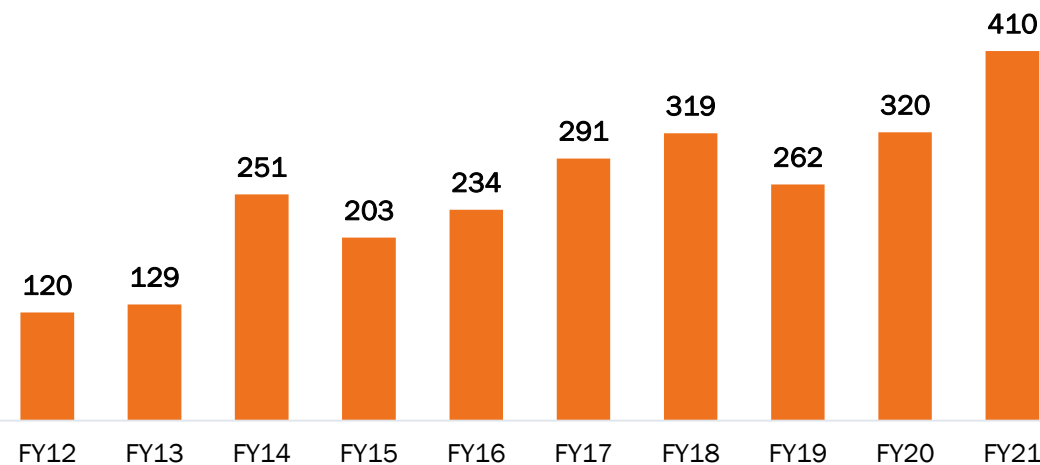
Over 500 Industrial (Retail) Customers

Vol

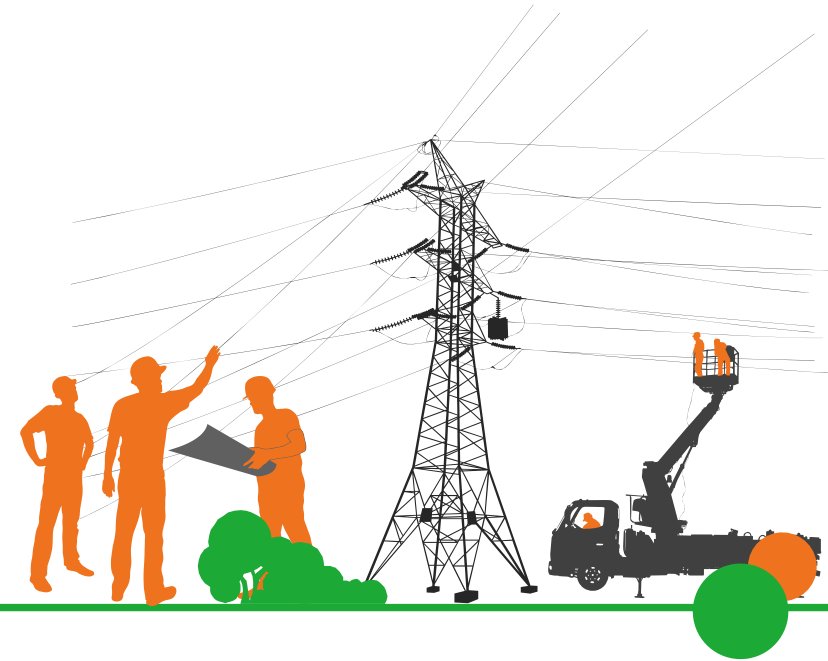
CAGR of 14% in last 6 years



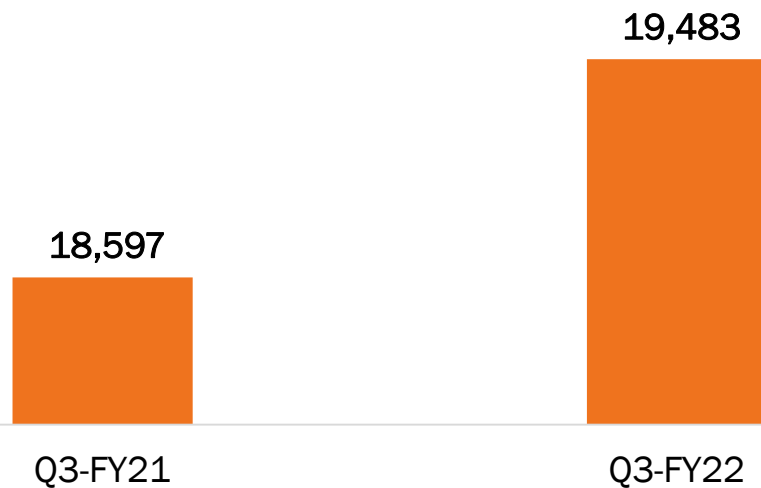
PAT in ₹ Crores



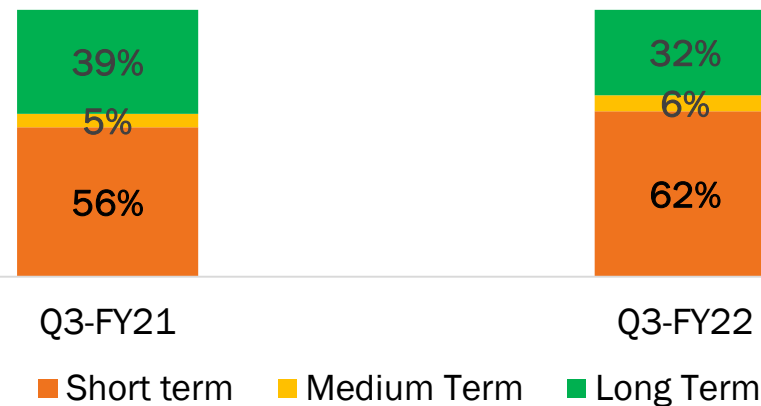
# Financial Overview



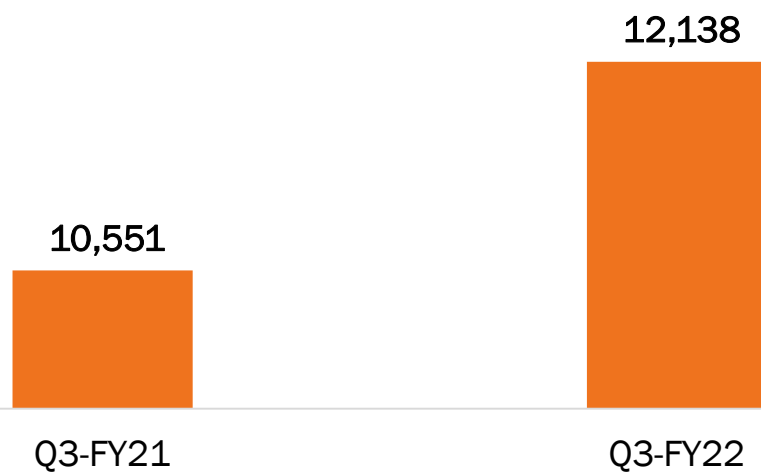
Total Volumes (MUs)



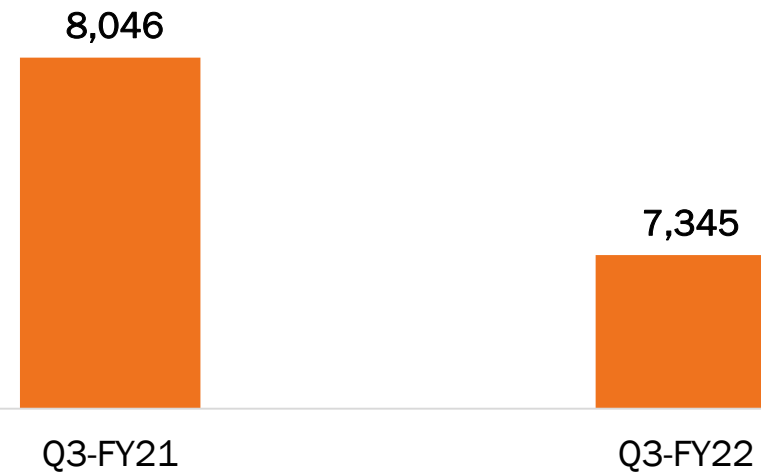
Volume Mix



Short Term



Long &amp; Medium



Total Operating Margin

177.80



Q3-FY21

131.10



Q3-FY22

Contribution from alternate power to Bangladesh in Q3-FY21 was ₹ 27.44 Crores

Surcharge

65.06



Q3-FY21

52.44



Q3-FY22

Consulting Income

8.01



Q3-FY21

9.22



Q3-FY22

Rebate

30.70



Q3-FY21

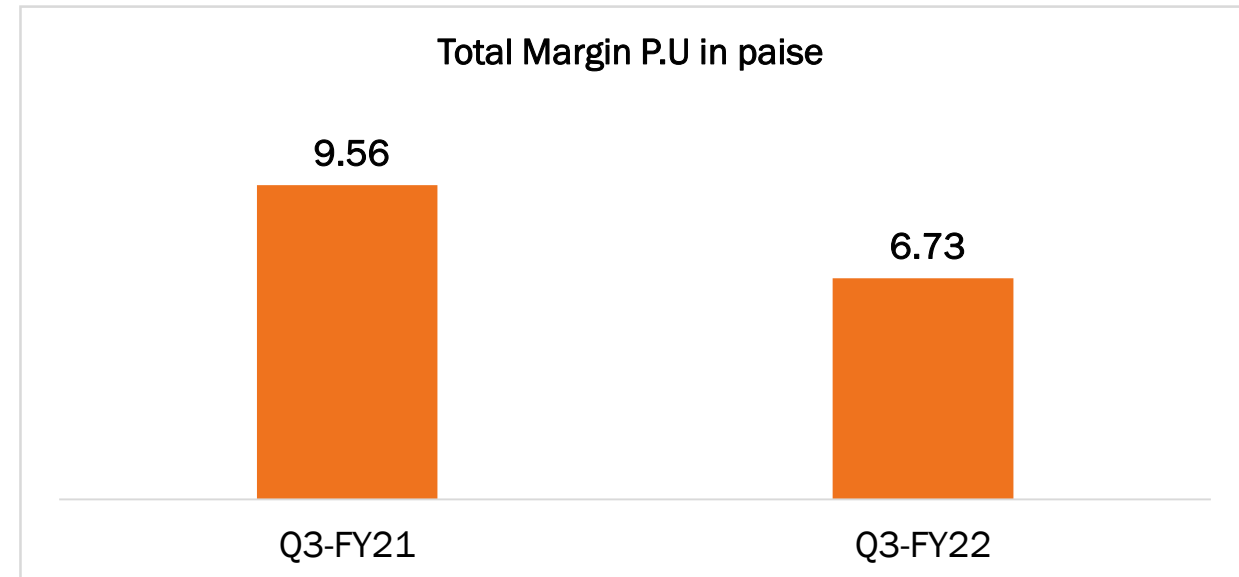
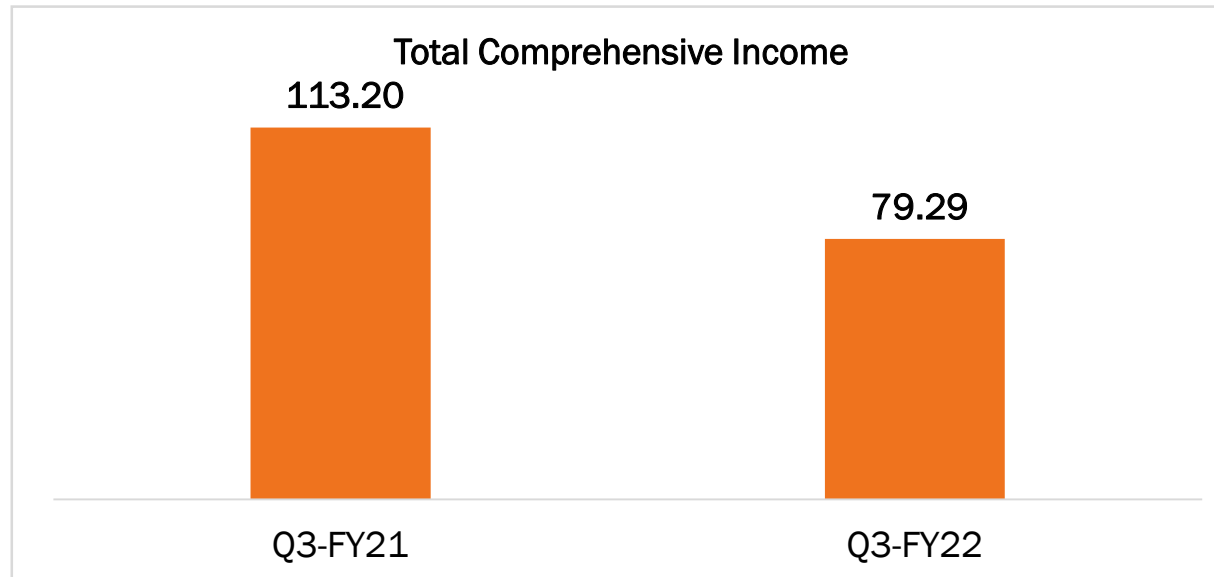
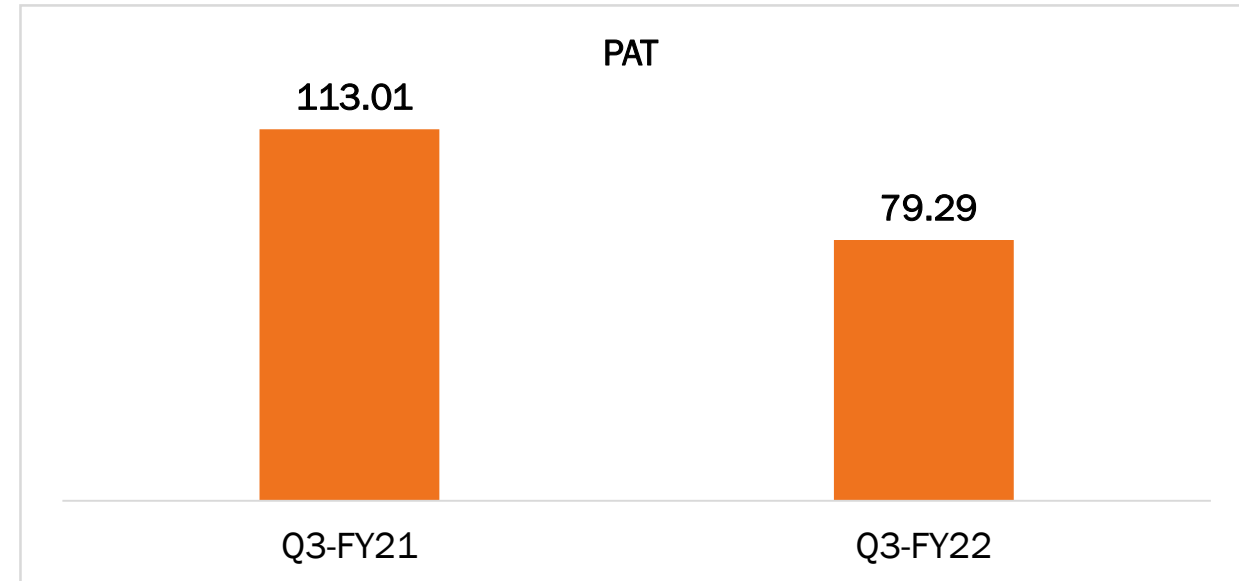
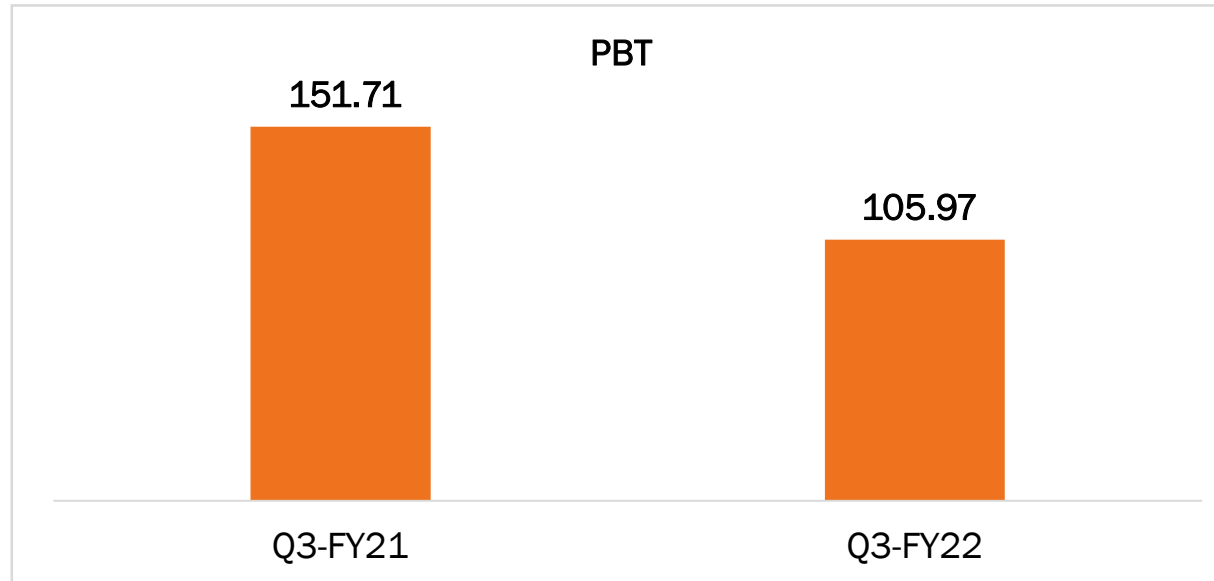
29.85



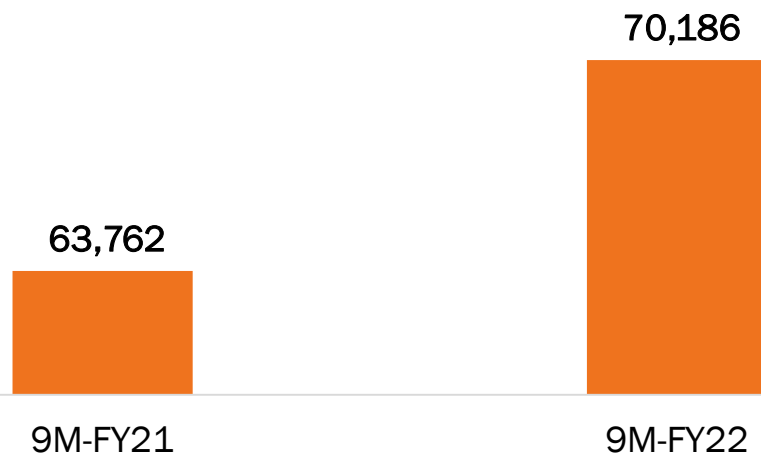
Q3-FY22



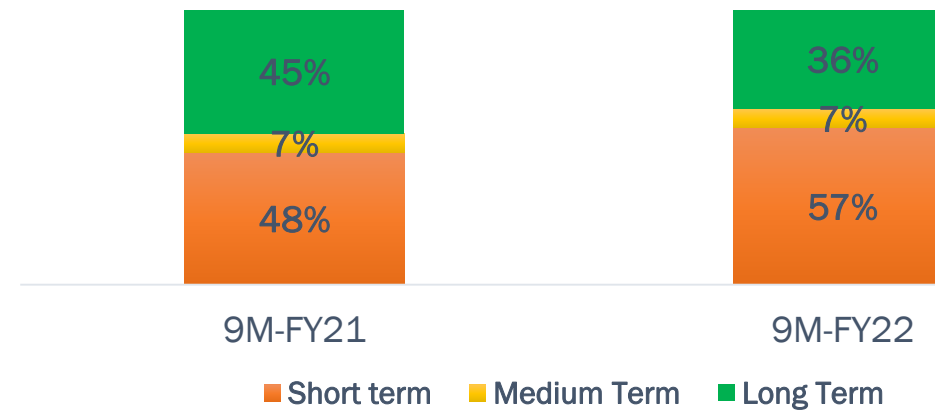
Amount in ₹ Crores



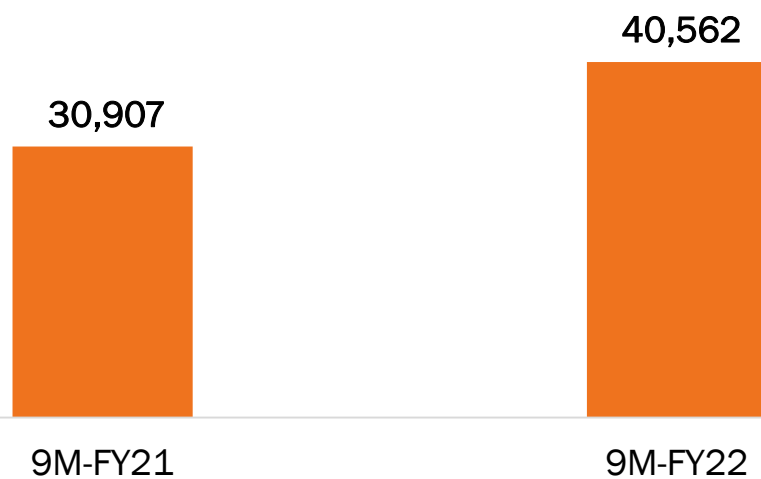
Total Volumes in MU



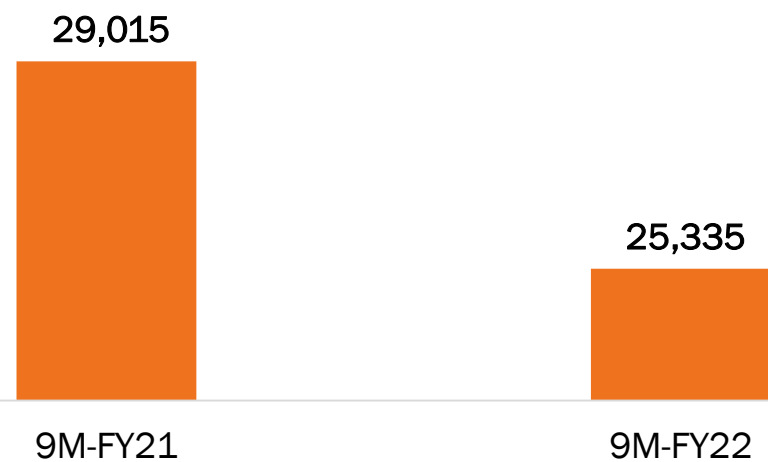
Volume Mix



Short Term

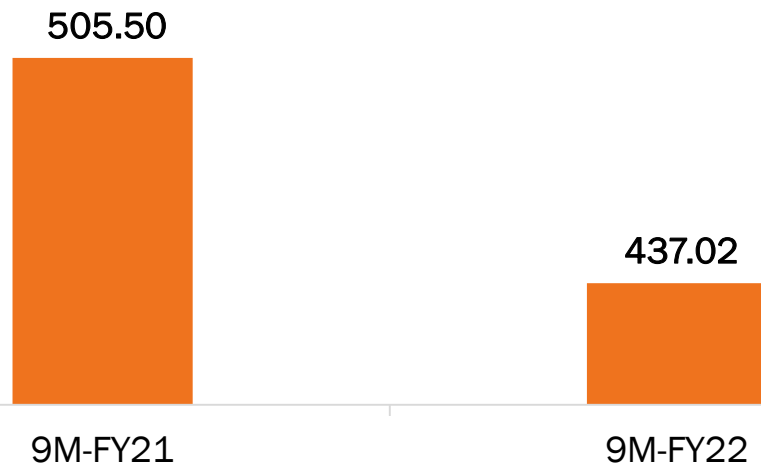


Long &amp; Medium



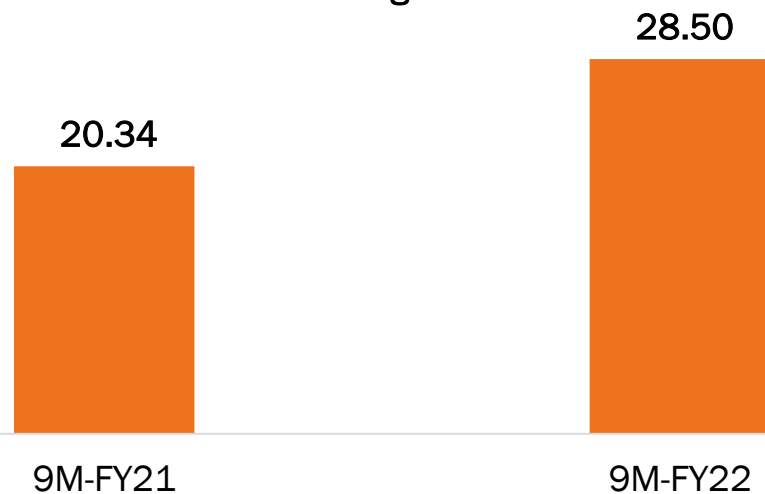
Amount in ₹ Crores

Total Operating Margin

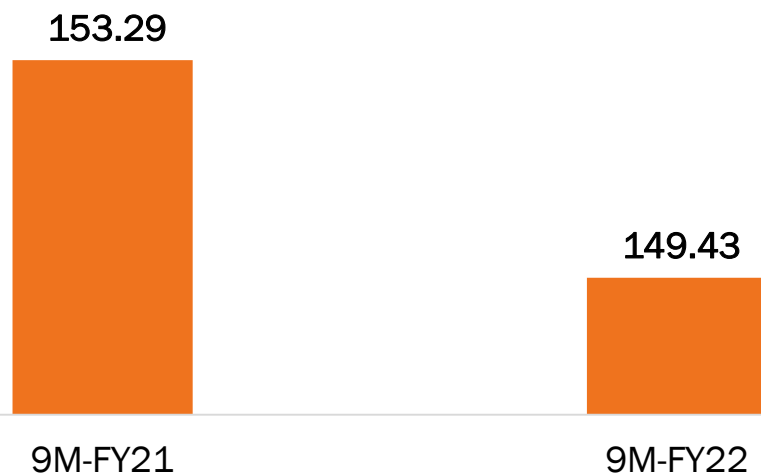


Contribution from alternate power to Bangladesh in 9M-FY21 was ₹ 73.43 Crores

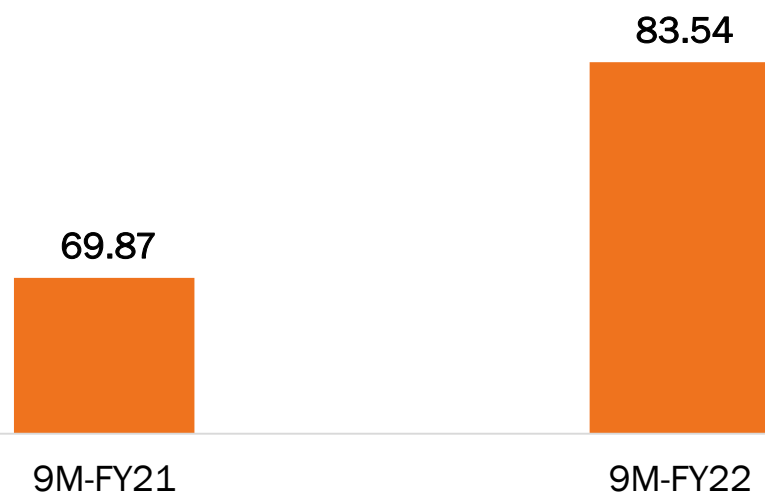
Consulting Income



Surcharge



Rebate



PBT

459.38



9M-FY21

360.61



9M-FY22

PAT

346.87



9M-FY21

268.92



9M-FY22

Total Comprehensive Income

347.16



9M-FY21

268.82



9M-FY22

Total Margin PU in Paise

7.93



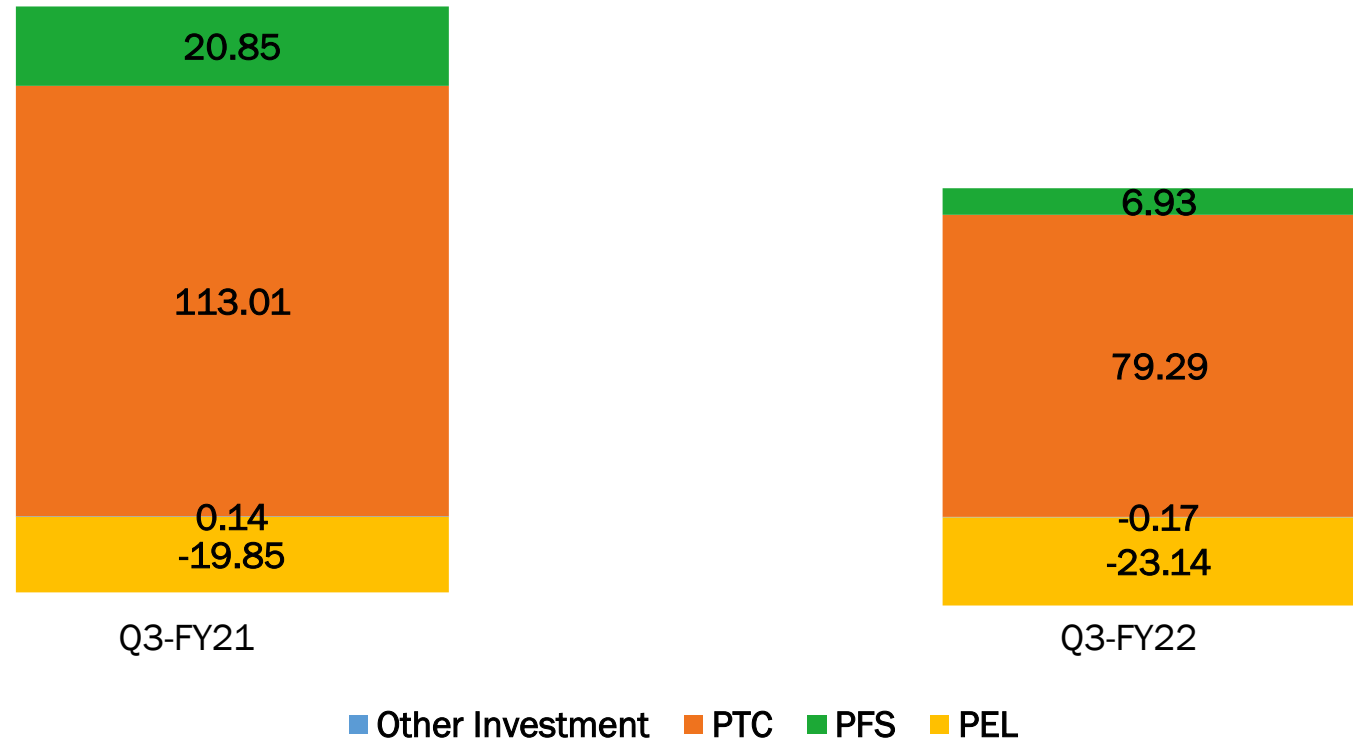
9M-FY21

6.23

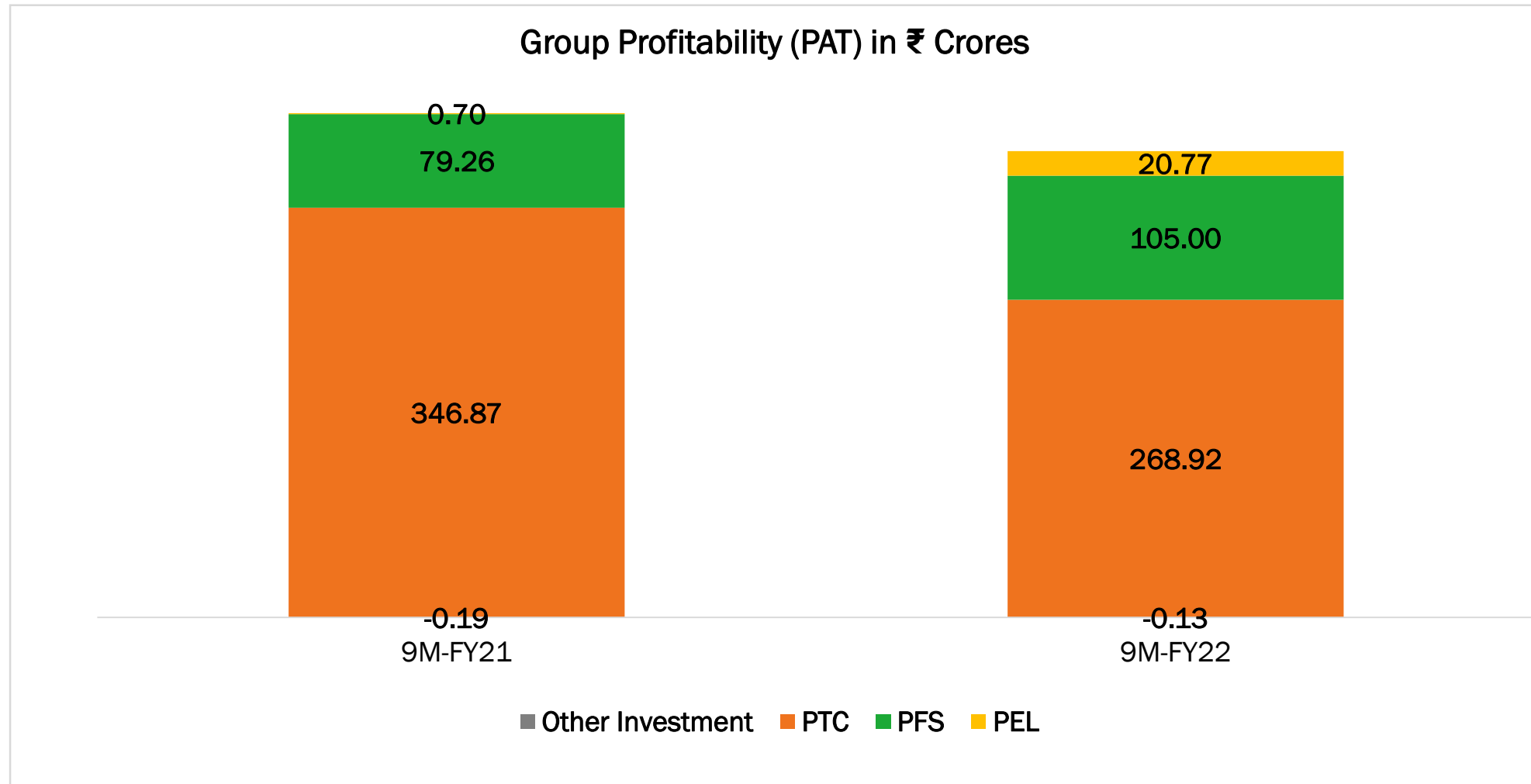


9M-FY22

## Group Profitability (PAT) in ₹ Crores

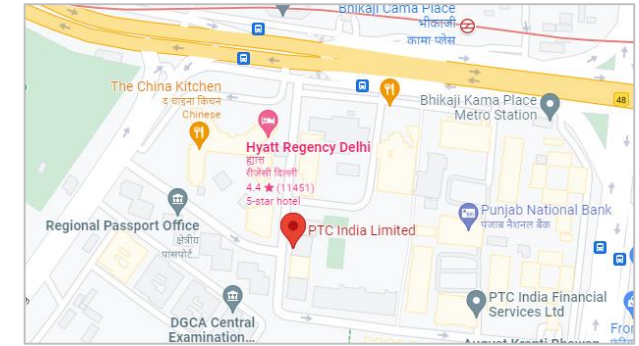








# Thank You



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